

Message Text

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15

ACTION EA-10

INFO OCT-01 ARA-06 ISO-00 SAB-01 AGR-05 SP-02 AID-05 EB-07

NSC-05 CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01

COME-00 CIAE-00 DODE-00 INR-07 NSAE-00 PA-01 USIA-06

PRS-01 /079 W

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R 290730Z APR 75

FM USLO PEKING

TO AMEMBASSY PANAMA

INFO SECSTATE WASHDC 3655

AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

AMEMBASSY QUITO

AMEMBASSY TEGUCIGALPA

AMEMBASSY BOGATA

AMEMBASSY SAN JOSE

AMEMBASSY TAIPEI

AMCONSUL HONG KONG

GOV PANCANAL

USCINCSO

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E.O. 11652: N/A

TAGS: ETRD, PN, CH

SUBJECT: PRC BANANA TRADE WITH PANAMA

REF: PANAMA 2334

1. USLO HAS NO SPECIFIC INFORMATION ON BANANA TRADE BETWEEN
CHINA AND PANAMA. WE ARE REPEATING REFTEL TO HONG KONG,
WHICH MAY BE ABLE TO PROVIDE FURTHER CONCRETE DETAILS.

2. FOR WHAT

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ITS WORTH WE PASS ON AN ANECDOTE ILLUSTRATIVE

OF NON-ECONOMIC CONSIDERATIONS IN PRC BANANA TRADE WITH L.A. COUNTRIES. IN LATE 1973 A USLO OFFICER COMMENTED TO A PRC FOREIGN TRADE OFFICIAL ON HIGH QUALITY OF BANANAS SOMETIMES AVAILABLE IN PEKING. THE CHINESE OFFICIAL REPLIED THAT THE BANANAS CAME FROM ECUADOR. WHEN THE USLO OFFICER ASKED WHY, IN VIEW AMPLE BANANA SUPPLIES IN SOUTH CHINA, THE PRC HAD DECIDED TO IMPORT BANANAS FROM ECUADOR, THE OFFICIAL SAID, "IN TALKS ON THE TRADE MISSION (TO ECUADOR) WHICH BOUGHT THEM, THERE WAS NOTHING ELSE TO BUY, WE HAD TO TAKE THEIR BANANAS."

3. WE AGREED WITH REFTTEL THAT SAME, NON-ECONOMIC MOTIVATION HOLDS TRUE FOR PANAMA NOW THAT CHINESE ARE BUYING BANANAS FROM THAT COUNTRY. IT WOULD BE NORMAL FOR THE PRC TO HOPE TO SELL SOME OF ITS MACHINERY IN PANAMA IN EXCHANGE. CHINESE BASIC MACHINE TOOLS ARE NOT SOPHISTICATED BUT ARE WELL BUILT AND HAVE FOUND A LIMITED MARKET IN THIRD WORLD COUNTRIES, AND SOME ADVANCED NATIONS. WE ARE LESS CERTAIN ABOUT THE QUALITY AND POPULARITY OF CHINESE EXPORT AGRICULTURAL MACHINERY. BUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: REPORTS, BANANAS, NEGOTIATIONS, DIPLOMATIC DISCUSSIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 29 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: johnsorg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PEKING00811
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750149-0845
From: USLO PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975047/aaaaagku.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 PANAMA 2334
Review Action: RELEASED, APPROVED
Review Authority: johnsorg
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUL 2003 by ShawDG>; APPROVED <17 NOV 2003 by johnsorg>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRC BANANA TRADE WITH PANAMA
TAGS: ETRD, PN, CH, EC
To: PANAMA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006